



Press release  
Paris, October 27, 2016

## Orange Business Services extends contract with Philip Morris International through 2021

- Fully-managed services for 40,000 users across 400 sites worldwide
- Hybrid network key enabler for digital growth

Orange Business Services has strengthened its partnership with Philip Morris International (PMI) to provide global communications services until the end of 2021. Headquartered in New York, PMI is the world's leading international tobacco company, with six of the world's top 15 international brands and products sold in more than 180 markets. PMI is also making significant investments in the development and commercialization of a range of products with the potential to reduce individual risk and population harm in comparison to smoking cigarettes. Its ambition is that all smokers switch from cigarettes to less harmful alternatives as soon as possible.

As part of this latest contract extension, Orange Business Services will deliver a range of managed services to 40,000 users worldwide, including a hybrid network and unified communications in more than 400 sites across four continents.

PMI will continue to leverage the capabilities the two companies have created together, including the deployment of Microsoft Skype for Business. Today's solutions help empower staff and facilitate flexible work arrangements at home, in the office or on the go.

Orange is also deploying a hybrid network for PMI to handle the insatiable bandwidth demands from video, connected devices and rich media. The hybrid network is a key enabler of PMI, to access real time and rich media content both on private or public clouds, with the necessary security and reliability.

"We believe that hybrid networks are the glue to make digital components come together as digital reality, and we are looking forward to our future projects with Orange Business Services," said Terry Coates, Vice President, Global Technology Services, Philip Morris International.

"We are proud to be a key business partner of PMI since 2001 and welcome the extension of our contract. We are fully on board to further support PMI's digital transformation with our next-generation networks and commitment to provide an unmatched experience for our long-standing customer," said Anne-Sophie Lotgering, Senior Vice President Europe, Russia & CIS, Orange Business Services.

### About Orange Business Services

Orange Business Services, the Orange branch dedicated to B2B services, is not only a telecom operator, but also an IT solutions integrator and applications developer in France and around the world. Its 20,000 employees support companies in all areas of their digital transformation: mobile and collaborative workspaces; IT/cloud infrastructure; fixed and mobile connectivity; private and hybrid networks; applications for Internet of Things, 360° customer experience and Big Data analytics; and cybersecurity thanks to dedicated experts and infrastructure to protect information systems. More than 3,000

multinational organizations and 2 million SOHOs, enterprises and local authorities in France rely on Orange Business Services as their trusted partner.

Learn more at [www.orange-business.com](http://www.orange-business.com) or follow us on [LinkedIn](#), [Twitter](#) and our [blogs](#).

Orange is one of the world's leading telecommunications operators with annual sales of 40 billion euros in 2015 and has 154,000 employees worldwide at 30 September 2016. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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